

NEW HAMPSHIRE STATE LIQUOR COMMISSION
AUGUST 10, 2005, 9:00 A.M.
AGENDA

I. FINANCIAL & ADMINISTRATIVE REPORTS

1. Financial Reports
 - A. Weekly, Y-T-D Sales Reports
 - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

II. MARKETING & SALES REPORTS

1. Store Operations
 2. Purchasing Report
 3. Merchandising Report
- A. SPIRITS:
- 1) Test Market Requests:
 - a. Chi-Chi's Appletini, 1.75:
 - b. Cesar Monterrey Blanco Reserva Tequila, 750ML
 - c. Clement Premiere Canne Rum, 750ML
 - d. Downunder Vodka, 750ML
 - e. Laphroaig Quarter Cask Single Malt Scotch, 750ML
 - f. Laphroaig 15-Year Old Single Malt Scotch, 750ML
 - g. Pinnacle Raspberry & Pinnacle Kiw/Strawberry, 750ML
 - h. Scapa 14-Year Old Single Malt Scotch, 750ML
 - 2) One Time Buy Request (Cecil Aldin 15-Year Old Scotch)
 - 3) October Special Offers:
 - a. 118 items – Horizon Beverage Company
 - b. 158 items – United Beverages, Inc.
 - c. 1 item (unmatched) – So. Wine & Spirits of New England
- B. WINES:
- 1) Special Offers for Sept.2005 (3 items - Jewell Towne Vineyards)
 - 2) Special Offers for October 2005:
 - a. 5 items – Charles Saunders
 - b. 33 items – Pine State Trading Company
 - 3) New N.H. Wines
 - 4) Appeal on Second Size Removed from Retail, Bolla Wines
 - 5) Lucky Country Wines
 - 6) Gnarly Head Zinfandel
 - 7) Store Tastings (E & J Gallo Winery)

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Page 2

- 8) Results of Purchases & Displays:
 - a. Bonny Doon Big House Pink
 - b. Heron Wines
 - c. R.H. Phillips Toasted Head Red
 - d. Sterling Napa Pinot Noir
- 9) Primary Source Submissions (9 primary source; 8 exclusive agent; 11 imported)
- 10) Tabled Items:
 - a. Results of the Purchase & Display of Screw Kappa Napa & Little Boomey (tabled 7/27/05, Item B-1)

III. ENFORCEMENT & LICENSING REPORTS

IV. CHAIRMAN'S REPORT & LATE ITEMS

- 1. Bailment Requests
- 2. Coupon Approvals
- 3. Late Items/Other

/D. Hartford